

*The Solo and Small Firm Section of the State Bar of California
proudly presents its 2006 Annual Conference*

*Co-sponsored by The Hispanic Bar Association of Orange County, J. Reuben Clark
Law Society and the Orange County Asian American Bar Association.*

Big Business Solutions for Solo and Small Firms



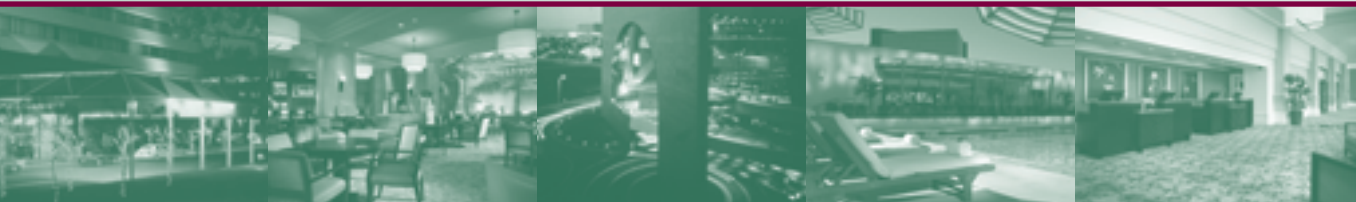
Earn 6.5 Hours of MCLE Credit
including 1.0 hour of Legal Ethics
and 1 hour of Elimination of Bias

BUSINESS SOLUTIONS



Friday, December 1, 2006

The Westin South Coast Plaza Hotel • 686 Anton Boulevard • Costa Mesa, CA 92626 • Phone: 714.662.6670



PROGRAM SCHEDULE

8:00 AM - 9:00 AM

Registration & Continental Breakfast

8:40 AM - 8:45 AM

Welcome & View of the Day

Eleanor Southers, Esq., Los Angeles

8:45 AM - 9:45 AM

Strategies for Growth and Stability in your Practice

Anne Adams, Esq., Canoga Park

Patricia McCabe, Esq., Van Nuys

Take the right steps to ensure you are building a solid future. Learn strategies for developing your law practice, solving staff issues, and creating financial stability and growth.

9:45 AM - 10:45 AM

(Including 1 hour of Legal Ethics)

Tax Tips and Financial Secrets for Solos

Greg Kory, CPA, Valencia

Steve Mehta, Esq., Valencia

No small business can afford to have the IRS auditing their accounts. Learn about common tax and ethical issues related to small law firms and tax benefits and traps that can be worth thousands of dollars. Also, learn about how to ethically address tax issues that relate to your clients and their legal matters.

10:45 AM - 11:00 AM

— Break

11:00 AM - 12:00 PM

Essential Negotiating Skills for Solos (A New Perspective)

Myer J. Sankary, Esq., Sherman Oaks

Lisa Miller, Esq., Valley Village

Negotiating is one of the core skills for all lawyers, especially solo and small firm practitioners. Many negotiators rely on intuition and conventional wisdom, but fail to achieve their objectives, leaving lots of money on the table. This program offers a new perspective about how to negotiate effectively and the topics will include the following: how to apply the new social science of persuasion to the art of negotiations; how you can level the playing field with power negotiators; how to make smart decisions in the face of uncertainty; what are common mistakes that derail negotiations; and how to use emotions and psychology to gain an advantage. This is a view of negotiations from experienced practitioners who have conducted successful negotiations in a variety of situations, including making deals, settling disputes, and winning in court.

12:15 PM - 1:30 PM

(Includes 1 hour of Elimination of Bias)

Luncheon Program

Can't We Just All Get Along?

Sean Carter, Esq., Syndicated Columnist and Author, www.lawpsided.com

Would you like more diversity in your law firm? Would you like to recruit (and more importantly, retain) minority and women attorneys and staff persons? In this provocative and entertaining presentation, Mr. Carter explores the issues involved in recruiting and retaining minority and women employees. More importantly, he debunks some of the common myths surrounding the issues of diversity, gender bias and other biases in the workplace.

1:30 PM - 1:45 PM

— Break

1:45 PM - 3:15 PM

Employees & the Virtual Office: Setting Up and Managing Staff

Roberta Burnette, Esq., Westlake Village

Cynthia Elkins, Esq., Woodland Hills

Should I pay part time attorneys as independent contractors? When do I have to give lunch breaks? Can I just pay a salary to avoid legal problems? Must I have workers' comp coverage for an attorney working from home? Employment law experts Cynthia Elkins and Roberta Burnette give you practical guidance on what steps you should take to minimize liability to employees and independent contractors, improve office productivity, and meet ethical obligations.

3:15 PM - 4:15 PM

What's New in Technology for Solos

J. Craig Williams, Esq., Newport Beach

The Small Firm can be at a technological disadvantage. Larger firms will have budgeted money for purchasing and upgrading technology that a small firm might find frivolous. With a few choice purchases, the small firm lawyer can find themselves amongst the technologically advanced lawyers out there.

REGISTRATION INFORMATION

Register Online

www.calbar.ca.gov/solo

Registration by Mail

Your registration must be received no later than Friday, November 17, 2006. Please send your completed registration form and check payable to The State Bar of California to:
Program Registrations
The State Bar of California
180 Howard Street
San Francisco, CA 94105-1639

On-Site Registrations

On-site registration opens at 8:00 AM and is subject to space availability.

Cancellation/Refunds

Cancellations and request for refunds must be received in writing no later than Friday, November 17, 2006. Substitute registrants are allowed, but must register in their own name.

MCLE Credit

The State Bar of California and the Solo and Small Firm Section are State Bar of California approved MCLE providers. This activity has been approved for 6.5 Hours of MCLE credit including 1.0 hour of Legal Ethics and 1 hour of Elimination of Bias.

Special Assistance

Please call 415-538-2350 TDD for speech and hearing impaired 415-538-2231.

Questions

For registration information, please call 415-538-2508.
For program content/Section information, please call 415-538-2350.

Audio Tapes

Audio tapes of the program will be available with a complete set of program materials from Versa-Tape. To order, please call 800-468-2737.

2006 Annual Conference of the Solo and Small Firm Section of the State Bar of California.

Name _____ State Bar Number _____

Firm _____

Address _____

City, State and Zip _____

Phone _____ Fax _____

Email _____

(required for email confirmation)

Registration Fees (Check appropriate box)

☐ \$150 Registration Fee - Members

☐ \$185 Registration Fee - Non Members

(Includes full 2007 Section Membership, a \$65 value.)

☐ \$125 Special Paralegal Fee

(Includes full 2007 Section Membership, a \$65 value.)

☐ \$210 On-site Registration Fee

(Includes full 2007 Section Membership, a \$65 value.)

Credit Card Information

I authorize The State Bar of California to charge my program registration fee to my VISA or MasterCard account. (No other credit card will be accepted.)

Account Number: _____ Exp Date: _____

Visa and MasterCard ONLY

Cardholder's Name: _____

Cardholder's Signature: _____

Mail to: Program Registrations, The State Bar of California, 180 Howard Street, San Francisco, CA 94105. Make checks payable to The State Bar of California.

FAX to: Program Registration at (415) 538-2368.

Credit card information is Mandatory.